

EXHIBITION SPACE CONTRACT



PLEASE FAX, POST OR EMAIL TO:

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F +44 (0) 20 7370 8815
E enquiries@dsei.co.uk

DSEI EXHIBIT RESERVATIONS
CLARION EVENTS LTD
EARLS COURT EXHIBITION CENTRE
WARWICK ROAD, LONDON, SW5 9TA, UK

EXHIBITOR DETAILS

COMPANY DETAILS

COMPANY NAME:

ADDRESS:

CITY:

COUNTY/STATE:

POSTCODE/ZIP CODE:

COUNTRY:

TELEPHONE:

FAX:

WWW:

MAIN POINT OF CONTACT

CONTACT NAME:

POSITION:

DIRECT DIAL:

FAX:

EMAIL:

ALTERNATIVE CONTACT (please tick if invoicing contact)

CONTACT NAME:

POSITION:

DIRECT DIAL:

FAX:

EMAIL:

CONTRACT

EXHIBIT SPACE OPTIONS & PRICES

Please tick all items that are applicable to you and complete the relevant green shaded areas.

A EXHIBIT SPACE ONLY Comprises bare indoor floor space marked out to the required dimension; no walls, platforms or electrics are provided.	ITEM	TICK	QUANTITY	COST
	Earlybird exhibit space only rate £425 per m ²			m ²
Corner site fee £200 per corner			corners	£
Double Decker fee £165 per m ² upper-level floor space			m ²	£
Sharers' fee £400 per sharing company Waived if part of the same organisation			companies	£
'A' TOTAL				£

B EXHIBIT SPACE AND SHELL SCHEME Comprises carpet, walls 1m wide, name board and spot lighting. NB does NOT include an electrical socket, which must be ordered from the electrical contractor. NB does NOT include furniture, which can be ordered from the exhibitor handbook or on page 3 of this contract. All shell scheme stands will receive one spotlight per 3m of stand frontage.	ITEM	TICK	QUANTITY	COST
	Earlybird exhibit space & shell scheme rate £475 per m ²			m ²
Corner site fee £200 per corner			corners	£
Sharers' fee £400 per sharing company Waived if part of the same organisation			companies	£
'B' TOTAL				£

C FIRST TIME EXHIBITOR ZONE 3m x 2m exhibit space and basic shell scheme, including carpet, walls 1m wide, name board, standard lighting, one table and two chairs; inclusive of registration fee. NB does NOT include an electrical socket, which must be ordered from the electrical contractor. All shell scheme stands will receive one spotlight per 3m of stand frontage.	ITEM	TICK	COST
	6m² First Time Exhibitor Stand £2500		
'C' TOTAL			£

D REGISTRATION FEE Please note that if you are booking a First Time Exhibitor Stand, the registration fee has already been included.	ITEM	TICK	COST
	9m² – 20m²		
21m² – 60m²			£500.00
61m² – 200m²			£700.00
200m² +			£900.00
Hospitality Suite			£450.00
'D' TOTAL			£

E HOSPITALITY SPACE Hospitality Suites are unfurnished and decorated to a high standard including carpeting. South Gallery suites overlook the Royal Docks and visiting warships, and North Gallery suites overlook East London. Suites are priced individually and are available for Regular Tenancy – 2 day build up and 1 day breakdown, or Extended Tenancy – 4 day build up and 2 day breakdown. Visuals, furniture information and availability are available on request from the sales team.	ITEM	TICK	QUANTITY	COST
	Hospitality Suite Regular Tenancy in North Gallery at £205/m²			m ²
Hospitality Suite Regular Tenancy in South Gallery at £220/m²			m ²	£
Hospitality Suite Extended Tenancy at £265/m²			m ²	£
Day Hire Suite at £3500 per day			days	£
Half Day Hire Suite at £2000 per day			days	£
'E' TOTAL				£

CONTRACT

F MEETING ROOMS

In addition to stand space, exhibitors can book a meeting room on the show floor. These are 20m² and include: white foamex wall panels and carpet tiles; grid ceiling covered with white casement; wall mounted spotlights connected to a dimmer switch; 3 double wall socket, 500 W, including the mains and consumption; 1 boardroom table, 6 chairs, 1 low cabinet, 1 waste paper bin, 1 hat & coat stand. Visuals are available on request from the sales team. Please request availability from the sales team before booking.

	TICK	QUANTITY	COST
Weekly rate of £3500		4 days	£
Daily rate of £1000		days	£
Half day rate of £750		half days	£
'F' TOTAL			£

G INNOVATION SHOWCASE

The Innovation Showcase provides an opportunity for any exhibiting company to present new products, demonstrate new technology and brief DSEi visitors on the latest industry developments. Each briefing slot will cost £500+vat and will provide exhibiting companies 30 minutes to present. All AV equipment is also provided. Spaces are booked on a first come first served basis with one briefing limit per exhibiting company. Please ask the sales team for availability before booking.

	TICK	QUANTITY	COST
£500 per slot (subject to availability)		briefings	£
'G' TOTAL			£

H FURNITURE & ELECTRICAL PACKAGES

Visuals are available on request from the sales team.

	TICK	QUANTITY	COST
Table Package Small 2 x chairs · 1 x table · 1 x cupboard · 1 x waste bin · 1 x 1kw socket ·			£419.00
Table Package Large 4 x chairs · 1 x table · 1 x cupboard · 1 x literature rack · 1 x waste bin · 1 x 1kw socket ·			£475.00
Bar Package Small 1 x table · 2 x bar stools · 1 x cupboard · 1 x waste bin · 1 x 1kw socket ·			£419.00
Bar Package Large 2 x bar tables · 4 x bar stools · 1 x cupboard · 1 x literature rack · 1 x waste bin · 1 x 1kw socket ·			£475.00
'H' TOTAL			£

J WATERBORNE DEMONSTRATION PROGRAMME

In addition to stand space, exhibitors involved in marine technology have the opportunity to book a slot in the highly popular waterborne demonstration programme. This will consist of two 10 minute demonstrations, one in the morning and one in the afternoon. Further information is available on request from the sales team.

TOTALS

A £	+	B £	+	C £	+	D £	=	£
E £	+	F £	+	G £	+	H £		
INSURANCE FEE Standard Insurance has been arranged on your behalf in line with the contract terms and conditions. The arrangement fee is £165 (plus VAT). This can be waived if satisfactory evidence of cover is approved by Clarion Events.								£165.00
FISH Lead follow-up and measurement tool for exhibitors								£250.00
SUBTOTAL								£
VAT @ 17.5%*								£
TOTAL ORDER VALUE								£

* Valued added tax will be payable at the standard rate, currently 17.5%. VAT is reclaimable by overseas companies, information on the reclaim service is available on request.

CONTRACT

SIGNATURES

TO BE SIGNED ON BEHALF OF THE EXHIBITING COMPANY; COUNTERSIGNED BY AN AUTHORISED REPRESENTATIVE FROM DSEi

We agree to comply with the Exhibition Space Contract and the Terms & Conditions below and the Exhibition handbook, all of which are incorporated into this contract. We also agree to comply with the statements on compliance and eligibility to exhibit as described in Section I. We will provide a copy of this contract to all participants sharing a pavilion or our stand and will ensure that they comply with the terms of this contract.

SIGNATURE:

PRINT:

POSITION:

DATE:

COUNTERSIGNED BY AN AUTHORISED REPRESENTATIVE FROM CLARION DEFENCE (UK) LIMITED

REPRESENTATIVE:

SIGNATURE:

PRINT:

POSITION:

DATE:

I. COMPLIANCE AND ELIGIBILITY TO EXHIBIT

A. UK Export Control Act 2002

This act covers the exportation of goods, the transfer of technology, the provision of technical assistance overseas and activities connected with trade in controlled goods. Exhibitors whose activities may be impacted by this Act and associated control orders are to ensure they have the necessary licenses and mechanisms in place.

Further information can be found at: <http://www.berr.gov.uk/whatwedo/europeandtrade/strategic-export-control/legislation/export-control-act-2002/eca-2002-guidance/index.html>

B. Equipment, services and documentation exhibited or promoted

1. Equipment, services, documentation and all other forms of visual promotion and display, exhibited or proposed, must comply with UK Law and the UK's international undertakings, EU/UN Law and EU/UN international undertakings.
2. The following equipment and services are prohibited at DSEi:
 - a. Restraints specifically designed for restraining human beings, as follows:
 - i. Leg irons, gang chains, shackles¹ and individual cuffs or shackle bracelets except those that are ordinary hand cuffs²
 - ii. Restraint chairs unless designed for disabled persons
 - iii. Thumb cuffs and thumbscrews including serrated thumb cuffs.
 - iv. Electric shock belts³
 - b. Portable devices designed or modified for the purpose of riot control or self-protection by the administration of an electric shock, including electric-shock batons, electric-shock shield, stun guns and electric shock dart guns⁴ (including Tasers) and components specifically designed or modified for such purposes.
 - c. Landmines, anti-personnel mines and anti-material cartridges.
 - d. All cluster and non-unitary munitions with the exception of those specified at Para 3 below.
3. The only non-unitary munitions permitted to be promoted or displayed at DSEi are those which comply with the provisions of the Oslo Accord. Specifically they must have all of the following characteristics:
 - a. each munition contains fewer than ten explosive sub-munitions
 - b. each explosive sub-munition weighs more than four kilograms
 - c. each explosive sub-munition is designed to detect and engage a single target object
 - d. each explosive sub-munition is equipped with an electronic self-destruction mechanism
 - e. each explosive sub-munition is equipped with an electronic self-deactivating featureAll other non-unitary munitions, explosive sub-munitions and explosive bomblets, together with components specifically designed for such cluster munitions⁵, explosive sub-munitions⁶ or explosive bomblets⁷ are prohibited. This exclusion does not, however, apply to conventional munitions which are designed to dispense flares, smoke, pyrotechnics or chaff, electrical or electronic effects or which are designed exclusively for an air defence role.

DEFINITIONS:

1. Shackles designed for restraining human beings having an overall dimension including chain when measured from the outer edge of one cuff to the outer edge of the other cuff of between 240mm and 280mm when locked.
2. Ordinary handcuffs are handcuffs which have a dimension, including chain, measured from the outer edge of one cuff to the outer edge of the other cuff of between 150mm and 240mm when locked and which have not been modified to cause physical pain or suffering.
3. Electric-shock belts designed for restraining human beings by the administration of an electric shock.
4. All electric-shock dart guns.
5. Cluster munitions means conventional munitions designed to disperse or release explosive sub-munitions.
6. Explosive sub-munitions means conventional munitions, weighing less than 20 kilograms each, which, in order to perform their task, are dispersed or released from another conventional munition and which are designed to function by detonating an explosive charge prior to, on or after impact. The Organisers reserve the right to make the final decision concerning the eligibility of exhibits and matters of compliance.

7. Explosive bomblets means conventional munitions, weighing less than 20 kilograms each, which are not self-propelled and which, in order to perform their task, are specifically designed to be dispersed or released by a dispenser affixed to an aircraft, and are designed to function by detonating an explosive charge prior to, on or after impact.

FOOTNOTES:

1. Compliance audits will take place before and throughout DSEi to ensure that equipment, services, documentation and all other forms of visual promotion and display exhibited comply with the above-mentioned undertakings.
 2. Exhibitors promoting or exhibiting prohibited items, either overtly or covertly during the exhibition, will be in breach of their contract with the organisers and will forfeit their right to exhibit at DSEi. The Organisers will take appropriate action which may involve the removal of equipment, documentation and/or visual promotional material from the stand into safe custody. The stand may be closed immediately and the exhibitor will have no claim for redress against the Organisers, nor any refund for loss of fees.
 3. Exhibitors will not be permitted to exhibit if their sole or predominant aim is to import for immediate resale.
 4. The Organisers reserve the right to make the final decision concerning the eligibility of exhibits and matters of compliance.
- Note: Services in respect of the list of prohibited equipment are also prohibited.

C. Dangerous exhibits, prohibited weapons, firearms & hazardous equipment

Any exhibitor, who, by way of trade or business, manufacturers, sells, transfers, repairs, tests or proves or exposes for sale or transfer or has in his possession for sale, repair, test or proof any firearm or ammunition to which Sections 1 and 5 of the Great Britain Firearms Act 1968 (as amended) apply, must first obtain a Metropolitan Police Service Registered Firearms Dealer Certificate to cover their temporary exhibiting activities at ExCeL. In addition, any exhibitor who has in his possession or purchases or acquires, or manufactures sells or transfers any firearm and ammunition to which Section 5 of the Act applies also requires a separate authority issued by the Home Office to cover their activities at ExCeL (full details will be issued with the exhibitors' handbook). Failure to obtain a Registered Firearms Dealer certificate and Section 5 authority, as applicable, prior to arrival in the UK will preclude an exhibitor from exhibiting. Any exhibitor who attempts to exhibit or sell any firearm or ammunition without the appropriate certificate and authority will be liable to prosecution.

D. Exhibitor registration & accreditation

All personnel attending DSEi, including exhibitors' stand personnel, representatives, guests, contractors/subcontractors (stand build and services) and security personnel who will be working on stands and hospitality areas, must be pre-registered to attend DSEi. It is the responsibility of the exhibitor to check the bonafides of all personnel that they register to attend DSEi. All exhibitors must inform the Organisers of any private security officers or security officers from their own company who may be onsite during DSEi. The exhibitor takes responsibility for the bonafides of such security officers, including Security Industry Association licensing checks, where applicable. Security Officers employed by exhibitors have jurisdiction on their tenancy areas only and are not permitted to carry out any duties elsewhere within ExCeL. Information regarding exhibitors' security and licensing is to be provided to the Organisers on request. Security Officers and Police Officers employed by the Organisers and Organisers Security Management have primacy in all matters concerning breaches of security and have right of access to all tenancy areas.

TERMS & CONDITIONS

2. COMMENCEMENT OF CONTRACT

The Exhibitor's offer to exhibit is made on receipt by the Organiser of the signed Exhibition Space Contract. The Organiser's acceptance is made upon dispatch of the contract countersigned by the Organisers.

3. PAYMENT TERMS

The first payment of 25% of Space Rental, along with full registration, corner and insurance fees, will be invoiced on booking and is due immediately.

The second payment of 25% of Space Rental will be invoiced with payment due 1 September 2010.

The third payment of 25% of Space Rental will be invoiced with payment due 1 January 2011.

The final payment of 25% of Space Rental will be invoiced with payment due 1 April 2011.

Exhibitors booking space **after 1 August 2010** will be initially invoiced for 50% of Rental along with full registration, corner and insurance fees.

Exhibitors booking space **after 1 December 2010** will be initially invoiced for 75% of Rental along with full registration, corner and insurance fees.

Exhibitors booking space **after 1 March 2011** will be initially invoiced for 100% of Rental along with full registration, corner and insurance fees.

Day Hire Suites and meeting rooms will be invoiced at 100% on booking.

It is possible to Bank Transfer direct into our account to the following detail:

Account Name:

Clarion Defence (UK) Ltd National Westminster Bank,
PO Box 12258 1 Princes Street
London
EC2R 8PA

Account Number: 39378411

Sort Code: 60-00-01

SWIFT Code: NWBKGB 2L

IBAN Code: GB59 NWBK 6000 01393 78411

4. CANCELLATION AND REDUCTION TERMS AND CHARGES

An Exhibitor wishing to cancel or reduce a confirmed stand reservation may do so only by written notice to the Organiser, and the following charges will apply:

If cancelled/reduced prior to 1 September 2010

25% of Rental will be retained or invoiced as a cancellation fee if unpaid.

If cancelled/reduced prior to 1 January 2011

50% of Rental will be retained or invoiced as a cancellation fee if unpaid.

If cancelled/reduced prior to 1 April 2011

75% of Rental will be retained or invoiced as a cancellation fee if unpaid.

If cancelled/reduced after 1 April 2011

100% of Rental will be retained or invoiced as a cancellation fee if unpaid.

Cancellation shall be deemed to take place on the day of receipt and acceptance by the Organiser of written notification from the Exhibitor.

5. INCORPORATION OF RULES & REGULATIONS

By signing this exhibition space contract the exhibitor accepts without reservation the terms set out in this contract and terms & conditions document which have been received, read and understood and agrees to accept the Rules & Regulations in the Exhibitor Handbook and any subsequent reasonable amendments or instructions issued by the Organiser.

PLEASE NOTE:

**EARLYBIRD PRICES ARE ONLY
GUARANTEED UNTIL 1 JULY 2010**